








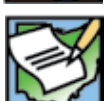

2014 edition:

The Insurance Industry in OHIO





Insurance provides property and financial security

Insurance is just one of the factors that enables Ohioans to make long-term commitments and secure a better future. In 2013 insurance played a role in:

-  • **21,310 new family dwellings and apartments that broke ground**
-  • **91,440 new businesses that were formed, creating new job opportunities***
-  • **\$9.6 billion in wages earned by Ohio's 185,762 construction industry employees**
-  • **The sale of 286,337 cars and 314,666 trucks and SUVs at Ohio dealerships**
-  • **Protecting Ohio's nearly 9 million licensed drivers by providing auto insurance through a strong, competitive market**
-  • **Nearly \$6.6 billion paid to Buckeye residents employed by Ohio's insurance industry**
-  • **Providing protection to Ohio's 4,382 schools, along with enabling the construction and renovation of new and existing schools**

*For 2013 includes new businesses that hire more than 2 employees.

Ohioans purchase insurance to protect their assets and as a means of financial security. Ohio's insurance industry covered \$28.5 billion in losses in 2013 including:

-  • **Over \$5 billion in homeowners, auto, commercial and other property/casualty insurance losses including: \$3.5 billion for personal and commercial auto insurance losses, \$1.3 billion in homeowners insurance losses and \$140 million for claims related to accident & health**
-  • **\$23.5 billion distributed to the beneficiaries of employer-based accident and health insurance policies**

Insurance - It's affordable in Ohio

The next time you pay your insurance premiums, think about this. Ohioans pay nearly \$177 less than the US average for auto insurance and \$334 less for homeowners insurance. Ohio's average homeowners insurance premium (study includes D.C.) is 6th lowest in the country. Our 2011 average homeowners insurance premium was \$644 compared to the US average of \$978. Ohio's average auto insurance expenditure is 10th lowest in the US - \$620 compared to the US average of \$797.

(Source: National Association of Insurance Commissioners)

Consumers benefit from the hundreds of companies vying for their insurance business, keeping premiums competitive. Only IL has more auto insurance carriers than Ohio's 671. Three states—IL, NY and PA—have more writers of homeowners insurance. Ohio has 241.

(Source: A.M. Best)

Ohio's average auto premium is less than it was 12 years ago! In 2003 it was \$672. Based on ODI rate change reports and OII projections, it's \$669 in 2014.

Sources: NAIC auto statistical reports, 2005-11, ODI rate change reports and Ohio Insurance Institute (OII) estimates for 2012-14.



Built-in consumer protection

The insurance industry protects consumers when an insurer declares bankruptcy or becomes insolvent. The Ohio Insurance Guaranty Association provides consumers a safety net should their insurance company fail. This allows policyholders to recoup unearned premiums or compensation for claims in process. The association provides a mechanism to collect and pool funds from all state licensed insurance companies. Insurers are assessed based on their statewide market share. Since 1970, the Ohio fund assessed companies a net amount of \$79.4 million through December 2013, including a \$10 million refund issued in 2012.

Insurance as an employer

Insurance is a major player in Ohio when it comes to employment opportunities. Ohio is home to 238 insurance companies. It's one of the state's major employers with over 97,400 employees and wages of nearly \$6.6 billion. Ohio has 71,163 licensed resident insurance agents, according to the Ohio Department of Insurance (ODI). There's an additional 118,322 non-resident agents licensed by the ODI too. 2012-13 employment figures below don't include single-person businesses that service the insurance industry as consultants or self-employed agents. Over one-third (36%) of the state's insurance industry employment is in the property/casualty (P/C) insurance field.

The finance/insurance industry sector is Ohio's 9th largest employer with the state's 6th highest average weekly wage of \$1,239.

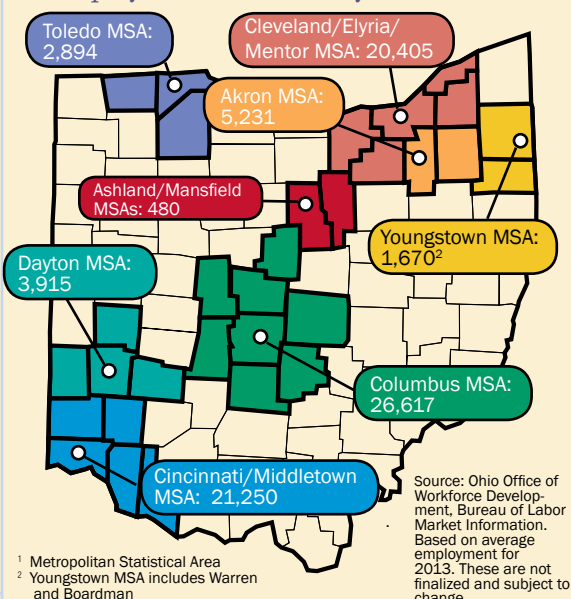
(2012 avg. weekly employment and wage data. Ohio Dept. of Job and Family Services, Office of Workforce Development, Bureau of Labor Market Information)

Ohio employment by insurance line—2012 and 2013

Insurance Line	2012 Employment	2012 Wage Estimates	2013 Employment	2013 Wage Estimates
Life	9,975	\$678,506,000	9,278	\$658,405,000
Health/Medical	14,069	935,549,000	15,095	997,021,000
Property/Casualty	34,530	2,577,597,000	35,118	2,785,853,000
Title	1,512	80,035,000	1,617	89,180,000
Agents/Brokers	25,217	1,370,924,000	23,711	1,369,170,000
Other	10,456 ¹	592,999,000	12,597 ¹	653,268,000
Total	95,759²	\$6,235,610,000	97,416²	\$6,552,897,000

¹ Includes surety companies, reinsurers, claims adjusters, third party administrators, and others employed in insurance-related fields
² Totals reflect those who qualified for unemployment compensation and don't include agents or insurance industry consultants operating as single-person businesses. In 2012, the self-employed insurance industry workforce was estimated at 16,309. Self-employed estimates for 2013 are 13,912. Both 2012 and 2013 employment figures are preliminary and subject to change.
 Source: Ohio Department of Job & Family Services, Bureau of Labor Market Information. Totals may be slightly off due to rounding.

2013 Preliminary insurance industry employment estimates by Ohio MSA¹



The average annual salary for an Ohioan working in the insurance/financial services industry in 2012 was \$64,437. That's about a third more than Ohio's average private sector annual salary of \$43,601.

Source: Ohio Department of Job and Family Services, Office of Workforce Development, Bureau of Labor Market Information

26,000: Number of insurance jobs available in Ohio between now and 2020.

Sources: Regionomics LLC 2013 study and Insurance Industry Council

Ohio ranks 7th in the US in insurance industry employment

Source: Insurance Information Institute, 2012 data from US Dept. of Commerce, Bureau of Economic Analysis, Regional Economic Information System

Ohio ranks 6th in the US for domestic P/C companies headquartered in the state and 5th in domestic life/annuity companies.

Source: Insurance Information Institute, from NAIC Insurance Department Resources Report, 2014

Ohio insurance industry employment average by year—2009-2013

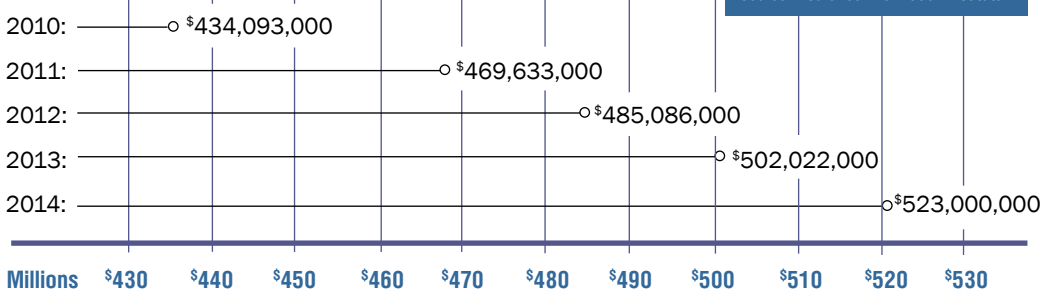
Year	Total industry ¹	Insurance carriers	Agents, broker & related services
2009	97,717	63,633	34,083
2010	95,526	62,305	33,221
2011	94,736	61,814	32,922
2012 ²	95,481	60,954	34,527
2013 ³	97,415	61,943	35,471

¹ Industry figures are based on NAICS codes 5241 (Insurance Carriers, 5242 (Insurance Agencies, Brokerages & Other Insurance-Related Activities) and 524 (Total for Insurance Carriers & Related Activities). Totals may be slightly off due to rounding.
² 2012 figures are final and not subject to change. ³ 2013 figures are preliminary and subject to change.
 Source: Ohio Office of Workforce Development, Bureau of Labor Market Information

Insurance as an economic contributor

Insurance companies continue to be a major contributor to Ohio's bottom line. In 2014 insurance companies will pay over \$523 million in taxes—that's over \$1.4 million a day.

State taxes paid by insurance companies 2010-2014



2013 premium taxes paid by Ohio insurers ranked 9th highest in the country.

Source: Insurance Information Institute

Home sweet home

Ohio is home to 238 insurers including 135 P/C, 39 life/health insurance companies. We're ranked 6th in the US based on the number of P/C insurance companies and life/health insurers headquartered in the state. The word is out on Ohio's healthy insurance environment. 1,620 insurance companies are licensed to conduct business in the Buckeye state. This includes 994 P/C insurance companies, 487 life/health insurers and 34 health insurance corporations, 53 fraternal benefit societies and 52 other types of carriers.

(Sources: Ohio Department of Insurance, Insurance Information Institute)



For more information

- **Ohio Insurance Institute** 614-228-1593
www.ohioinsurance.org
- **Ohio Department of Insurance**..... 614-644-2658
www.insurance.ohio.gov
- **Ohio FAIR Plan** 800-282-1772
www.ohiofairplan.com
- **Ohio Automobile Ins. Plan**614-221-2596
www.assignedriskohio.com
- **Ohio Assn. of Health Plans** 614-228-4662
www.oahp.org
- **Assn. of OH Life Ins. Companies**..... 614-227-2374
www.aolic.com
- **OH Insurance Guaranty Assn.**614-442-6601
www.ohioga.org
- **Insurance Careers** www.insurancecareers.org
- **Insuring OH Futures**.www.insuringohofutures.com
- **Insurance Information Institute:** "How Insurance Supports Ohio's Economy"http://bit.ly/1obCVHY
- **Additional resources**.....http://bit.ly/MjtVtYB

THE INSURANCE INDUSTRY IN



Representing Ohio's property/casualty insurance industry

2014 edition



Ohio's Insurance Industry

When you think of insurance, you might think about the last premium you paid or the windstorm claim you had last summer. But there's more to insurance than just premiums and claims. By taking a look at its overall impact in the Buckeye state, you begin

to realize that without it, many of the things we take for granted—our health, a car or our home—wouldn't be so easy to attain or manage. And for the tens of thousands employed by Ohio's insurance industry, it provides financial security.